



Visit the SBA lender home-page at www.sba.gov/banking

LENDER NEWS

A Publication of the Des Moines District Office and Cedar Rapids Branch Office

October, 2004

From the District Director's Desk

Thank You for a Great Fiscal Year 2004

Dear Lender:

Thanks to you, our lending partners, SBA in Iowa had a 31% increase in loan activity for the fiscal year ending September 30th over our previous year. 821 small businesses were able to obtain the capital and resources they needed to achieve their goals.

The total dollar value of loans was up nearly 16 percent increasing from \$119.8 million in FY 2003 to \$138.8 million in FY 2004. We are extremely proud of this achievement which was built upon a 19% increase in the prior year.

Loans to small businesses owned by minorities increased 17 percent from 41 in FY 2003 to 48 in FY 2004. Loan approvals to women small business owners increased 29 percent up from 128 loans in FY 2003 to 166 loans in FY 2004. Loans to veterans increased 45 percent up from 57 loans in FY 2003 to 83 loans in FY 2004.

It was a record year for SBA in the nation with 74,825 total 7(a) loans and 8,168 Certified Development Company or 504 loans being made.

We also had a very successful year in Iowa in the remaining aspects of our of our District activities having achieved 125% or more on all of those goals.

We will have a release of our annual report of lending activity by lender next week.

An interesting item we noted when comparing Iowa loan activity to the nation is the difference in the percentage of 7(a) loans being processed under LowDoc and *SBAExpress*. In Iowa 47%

of the 7(a) loans were processed through LowDoc, 24% through *SBAExpress* and 25% through our local offices. Nationally 56% went through *SBAExpress*, 10% LowDoc and 13% through the district and branch offices.

I mention this to demonstrate the increased use of the *SBAExpress* nationally and to encourage you to consider using that program if you are not already doing so. If you are a *SBAExpress* lender you may wish to consider signing up for the E-Tran program we mentioned in prior issues.

Please remember the changes that occurred with the start of our new fiscal year as a result of the Continuing Resolution which will be in effect until November 20, 2004. The significant changes are:

- Maximum SBA guarantee portion is now \$1 million (previously was \$1.5 million).
- Fee structure on 7(a) has changed.
- *SBAExpress* maximum is now \$250,000 (was previously \$2 million).
- Combination/piggyback financing no longer available.
- 504 on-going fee has decreased.

For details review our lender update of October 4, 2004. If you have questions or need a copy let us know.

Again thank you for a successful year for small businesses of Iowa.

Sincerely,

Joseph M. Folsom
District Director

INFORMATION

Des Moines District Office

210 Walnut, Room 749
Des Moines, IA 50309-2186
(515) 284-4422
(515) 284-4572 FAX

Joseph M. Folsom
District Director
(515) 284-4026
Joseph.folsom@sba.gov

Cedar Rapids Branch Office

215 4th Avenue, S.E.
Cedar Rapids, IA 52401-1806
(319) 362-6405
(319) 362-7861

Dee Ann Glover
Acting Branch Manager
(319) 362-6405 x203
Dee.glover@sba.gov

LowDoc Processing Center

Sacramento, CA
(916) 930-2410
(916) 930-2180 FAX

Fresno Servicing Center

Fresno, CA
(559) 487-5650
(559) 487-5803 FAX

Liquidation & Purchase Center

Herndon, VA
(703) 487-9283
(202) 481-4674 FAX

PLP Processing Center

Sacramento, CA
(916) 930-2463 or 930-2460
(916) 930-2160 FAX

Small Business Week 2005

Will be held in April of this year. See Page 2 for details on how you can make a nomination for this year's awards.

SBW 2005 Awards - Recognize Your Small Business Customers!

The SBA has begun its annual search for a successful small business person who will become Iowa's "Small Business Person of the Year" for 2005.

The SBA will be accepting nominations for state "Small Business Person of the Year" for 2005 from now until December 3, 2004. Winners of the state competition compete for the national title which will be awarded during National Small Business Week ceremonies to be held during SBA Expo 2005 in Washington DC, which will be held April 23-25, 2005.

There are seven main criteria that each Small Business Person of the Year nomination will be judged on:

1. Staying power - a substantiated history as an established business.
2. Growth in number of employees - a benchmark to judge the impact of the business on the job market.

3. Increase in sales and/or unit volume - an indication of continued growth over the last five years.

4. Current and past financial reports - a substantiation of improved financial position of the business.

5. Innovativeness of product or service offered - an illustration of the creativity and imagination of the nominee.

6. Response to adversity - examples of problems faced in the nominee's business and the methods used to solve them.

7. Contributions to aid community-oriented projects - evidence of the use of his/her personal time and resources.

Additional awards will be presented for:

- Financial Services Champion of the Year
- Home-Based Business Champion of the Year
- Minority Small Business Champion of the Year

- Small Business Exporter of the Year
- SBA Young Entrepreneur of the Year
- Small Business Journalist of the Year
- Veteran Small Business Champion of the Year
- Women in Business Champion of the Year
- SBA Family-Owned Small Business of the Year

These awards are a perfect way to thank your customers, clients, and community leaders and other organizations you work with in your community. They can also result in some *great* recognition for your bank.

All nominations must be received by the SBA no later than December 2, 2004. To obtain more information on completing a nomination package, contact the SBA in Des Moines at (515) 284-4522 or send an e-mail to thomas.lentell@sba.gov

SBA Lender Activity Report for September

LENDER NAME	LOCATION	#	AMOUNT
Wells Fargo Bank	Iowa	9	\$864,500
First American Bank	Ft. Dodge	8	\$6,024,000
Iowa Business Growth Co.	Johnston	4	\$2,160,000
Siouxland Econ. Dev. Corp.	Sioux City	4	\$1,971,000
Black Hawk County Econ. Dev.	Waterloo	3	\$1,176,000
Capital One	Virginia	2	\$120,000
Cedar Rapids Bank & Trust Co.	Cedar Rapids	2	\$375,600
Great Western Bank	Iowa	2	\$250,000
Bank of America	Iowa	1	\$10,000
Business Loan Center	New York	1	\$660,000
Dakota County State Bank	Nebraska	1	\$154,000
E.C.I.A. Business Growth, Inc.	Dubuque	1	\$281,000
Exchange State Bank	Adair	1	\$260,000
Farmers & Merchants Svgs. Bank	Iowa City	1	\$20,000
Farmers State Bank	Marion	1	\$90,800
First Central State Bank	DeWitt	1	\$50,000
First Citizens Bank & Trust	Mason City	1	\$67,000
First Federal Bank	LeMars	1	\$484,000
First National Bank - Oelwein	Oelwein	1	\$150,000
First National Bank-Muscatine	Muscatine	1	\$100,000
First State Bank	Riceville	1	\$31,000
Gateway State Bank	Clinton	1	\$430,000

LENDER NAME	LOCATION	#	AMOUNT
Guaranty Bank & Trust Company	Cedar Rapids	1	\$71,800
Hedrick Savings Bank	Ottumwa	1	\$78,500
Heritage Bank	Alta	1	\$139,000
Humboldt Trust & Savings	Humboldt	1	\$150,000
Iowa State Bank	Wapello	1	\$120,000
Iowa State Bank & Trust Company	Iowa City	1	\$75,000
John Deere Community CU	Waterloo	1	\$123,500
Maquoketa State Bank	Maquoketa	1	\$135,000
MidStates Bank N.A.	Harlan	1	\$150,000
MidwestOne Bank & Trust	Oskaloosa	1	\$300,000
Peoples Bank	Rock Valley	1	\$30,100
Polk County Bank	Johnston	1	\$53,000
Quad City Bank & Trust Company	Davenport	1	\$2,000,000
Raccoon Valley Bank	Perry	1	\$1,500,000
Small Business Growth Corp.	Illinois	1	\$207,000
State Central Bank	Keokuk	1	\$51,000
TSB Bank	Marshalltown	1	\$124,500
U.S. Bank	Iowa	1	\$920,000
Union State Bank	Monona	1	\$650,000
United Bank & Trust Natl Bank	Marshalltown	1	\$895,000
Valley Bank	Illinois	1	\$170,000

The following lenders in Iowa were participant lenders in the SBA's 504 loan program during the month of September.

LENDER NAME	LOCATION	#	AMOUNT
Community National Bank	Waterloo	2	\$2,044,500
West Bank	West DSM	2	\$1,758,000
American National Bank	Holstein	1	\$997,500
Citizens State Bank	Ft. Dodge	1	\$357,000
City of Sioux City	Sioux City	1	\$875,000

LENDER NAME	LOCATION	#	AMOUNT
First Federal Bank	Sioux City	1	\$697,000
Hills Bank & Trust Co.	Hills	1	\$656,250
Maquoketa State Bank	Maquoketa	1	\$340,000
Northwest Bank & Trust Co.	Davenport	1	\$284,000
Premier Bank	Rock Valley	1	\$225,000